



DASCORP

CONSULTING SERVICES

COMPANY PROFILE

Modern insight. Practical strategy. Measurable impact.

MOTTO

Agent of Change, Together

Tanzania | Business Advisory | Investment & Development Consulting





1. Executive Overview

DASCORP Consulting Services (DCS) is a Tanzania-focused consulting and advisory firm supporting businesses, investors, public institutions and development partners to turn ideas and opportunities into practical, commercially sound and sustainable results. We combine strategic thinking, financial analysis, operational improvement and evidence-led decision support to help clients plan confidently, strengthen performance and pursue responsible growth.

Our approach reflects the changing needs of modern organisations. We use fit-for-purpose digital tools, structured research, data analysis, financial modelling, process mapping and performance measurement to make complex decisions clearer and implementation more disciplined. Technology is applied where it adds value; recommendations remain grounded in each client's context, resources, market realities and objectives.

DCS works collaboratively with clients from early-stage concept development and pre-investment assessment through business planning, financing readiness, implementation support and performance review. Our aim is not simply to deliver reports, but to help clients build the capability, systems and partnerships needed to translate plans into measurable outcomes.

Our promise: Clear analysis, practical solutions, collaborative delivery and a focus on measurable results.

2. About the Firm

DASCORP Consulting Services provides tailored consulting and advisory support to private-sector enterprises, entrepreneurs, investors, public-sector stakeholders and non-profit organisations. We focus on the connection between business performance and wider economic development—helping organisations identify opportunities, strengthen management systems, improve access to investment and build sustainable operating models.

The firm's service philosophy is based on partnership, professional integrity and solutions designed around the client's actual needs. We recognise that organisations differ in their maturity, resources, markets and risk exposure. For that reason, we avoid one-size-fits-all recommendations and instead develop proportionate, evidence-based interventions that can be implemented, monitored and refined.

Legal registration details, registered address and any applicable professional registrations should be stated in the final approved version using the firm's current official documents.

3. Our Vision, Mission and Purpose

Vision

To be a trusted consulting and advisory partner recognised for helping organisations achieve resilient growth, operational excellence and sustainable development.

Mission

To equip clients with the insight, strategies, financial tools and implementation support they need to make informed decisions, improve performance and create lasting value.

Purpose

To connect business ambition with practical execution by integrating modern management practices, investment thinking and development outcomes.

Our Motto

Agent of Change, together.

4. Our Core Values

- ✦ Integrity and accountability – We act transparently, protect client information and take responsibility for the quality and professionalism of our work.
- ✦ Client partnership – We listen carefully, work collaboratively and tailor our approach to each client's objectives and operating context.
- ✦ Evidence-led decisions – We use credible information, structured analysis and clearly stated assumptions to support recommendations.
- ✦ Innovation with purpose – We apply modern methods and appropriate digital tools when they improve quality, speed, insight or implementation.
- ✦ Practicality and ownership – We prioritise recommendations that clients can realistically implement and sustain.
- ✦ Continuous improvement – We learn from evidence and feedback, review performance and refine solutions as conditions change.
- ✦ Inclusive and sustainable impact – We consider long-term economic, social and environmental implications in the advice we provide.

5. Our Consulting Approach: Modern, Analytical and Implementation-Focused

DCS combines established consulting disciplines with contemporary analytical and digital practices. Our methods are selected according to the client's needs, the quality of available information and the decisions to be made.

- ✦ Digital-first collaboration — Use appropriate cloud-based document workflows, digital collaboration tools and structured information management to support efficient engagement and version control.
- ✦ Data-informed decision support — Apply research, data analysis, dashboards and performance indicators to turn information into usable management insight.
- ✦ Integrated financial modelling — Build transparent, assumption-driven models linking operations, revenue, costs, working capital, capital expenditure, funding and cash flow.
- ✦ Scenario and risk analysis — Test alternative assumptions, identify key sensitivities and help clients understand downside exposure before committing resources.
- ✦ Process and operating-model improvement — Map workflows, clarify responsibilities, identify bottlenecks and recommend proportionate improvements to systems and controls.
- ✦ Implementation partnership — Translate recommendations into action plans with owners, milestones, budgets, indicators and review arrangements.
- ✦ Monitoring, evaluation and learning — Track outputs and outcomes, assess progress against objectives and use findings to improve delivery.

DCS does not treat technology as a substitute for professional judgement. Tools and analytical methods are selected to support sound decisions, confidentiality, accuracy and client value.

6. Our Service Lines

6.1 Pre-Investment and Investment Advisory

We support entrepreneurs, companies and investors to assess opportunities, understand risks and prepare for investment decisions.

- ✦ Business concept development and preliminary opportunity assessment.
- ✦ Pre-feasibility and feasibility study coordination and preparation.
- ✦ Market research, demand assessment and competitor analysis.
- ✦ Investment appraisal, capital expenditure assessment and financial viability analysis.
- ✦ Business plan and investment proposal development.
- ✦ Financial modelling, cash-flow forecasting and scenario analysis.



- ✧ Access-to-finance readiness and support with investor or lender information requirements.
- ✧ Investment implementation coordination and post-investment performance review.

6.2 Business Growth and Enterprise Performance

We help businesses strengthen their commercial position, management systems and ability to grow sustainably.

- ✧ Business strategy development and business-model refinement.
- ✧ Commercialisation and go-to-market planning.
- ✧ Organisational design, operating procedures and management systems.
- ✧ Budgeting, financial management, cost analysis and performance reporting.
- ✧ Business process review and operational improvement.
- ✧ Business plan preparation and periodic review.
- ✧ Financial model development and management dashboards.
- ✧ Business training, coaching, mentoring and management capacity development.
- ✧ Business surveys, customer research and market intelligence.
- ✧ Performance measurement, turnaround planning and growth-readiness support.

6.3 Economic Development and Partnership Advisory

We support initiatives that connect enterprise growth with inclusive economic development and stronger value chains.

- ✧ Programme and project planning, management and coordination.
- ✧ Public-private partnership (PPP) concept development and stakeholder coordination.
- ✧ Value-chain analysis and market-systems assessment.
- ✧ Multi-stakeholder dialogue and partnership facilitation.
- ✧ Inclusive business and socio-economic development model design.
- ✧ Results frameworks, monitoring, evaluation and learning.
- ✧ Investment impact measurement and development-results reporting.
- ✧ Private-sector development initiatives and enterprise ecosystem support.

7. Sector Experience and Areas of Focus

The firm's existing profile identifies experience and engagement across a range of sectors and subsectors. Assignments are accepted according to the needs of the client, the competence available and the requirements of the engagement.

- ✦ Agriculture and agribusiness, including crop production and value-chain development.
- ✦ Livestock, dairy and horticulture.
- ✦ Credit, finance, savings and lending schemes.
- ✦ Renewable energy.
- ✦ Hospitality and hotel management.
- ✦ Small and medium-sized enterprises (SMEs) and entrepreneurship.
- ✦ Private-sector development and investment facilitation.
- ✦ Public, non-profit and development-partner programmes.

Sector-specific technical, legal, engineering, environmental or other regulated advice is provided only where suitably qualified professionals are engaged and the DASCORP of work permits.

8. Our Engagement Methodology

Each assignment is structured around a clear DASCORP, agreed outputs and practical implementation considerations.

- ✎ Discover and diagnose: Clarify the client's objectives, current position, constraints, stakeholders and key questions.
- ✎ Collect and validate evidence: Review available records, conduct interviews or research where required, and document data gaps and assumptions.
- ✎ Analyse options: Evaluate commercial, operational, financial and implementation alternatives using proportionate analytical methods.
- ✎ Design the solution: Develop recommendations, plans, models, tools and deliverables tailored to the client's needs.
- ✎ Support implementation: Agree responsibilities, timelines, resources, milestones and performance indicators.
- ✎ Measure and refine: Review results, identify lessons and adjust the approach where necessary.

9. What Clients Can Expect

- ✧ A clearly defined DASCORP of work, deliverables, assumptions and timetable.
- ✧ Professional communication and collaborative engagement with relevant stakeholders.
- ✧ Analysis that distinguishes verified facts from estimates, assumptions and recommendations.
- ✧ Practical deliverables designed for management use, not simply for presentation.
- ✧ Transparent financial models with traceable assumptions and clearly explained outputs, where applicable.
- ✧ Attention to confidentiality, responsible data handling and professional conduct.
- ✧ Progress updates and agreed review points during the assignment.
- ✧ Recommendations that recognise implementation costs, capacity requirements and key risks.

10. Leadership and Key Personnel

Davis K. Mfinanga – Managing Consultant

Davis K. Mfinanga is a business adviser and consultant with 15 years of professional experience across office-based and field assignments. His areas of experience include accounting and financial management, business administration, project management, procurement and logistics, credit management and enterprise development. He has contributed to value-chain development initiatives involving international development organisations, non-governmental organisations and private firms, with exposure to agriculture, livestock, dairy, horticulture, credit and finance, savings and lending schemes, and renewable energy.

Ezekia Mwakyami – Associate Consultant

Ezekia Joseph Mwakyami is a seasoned team lead and senior agribusiness and institutional development specialist with over 12 years of experience strengthening Farmer Business Organizations (FBOs), apex unions, and inclusive market systems across East Africa. His expertise aligns strongly with the objectives of the Growing Together Programme implemented by Rikolto. Ezekia specializes in applying structured agribusiness cluster facilitation approaches similar to the ICRA ABC Coaching Model, combining diagnosis & design workshops, organizational capacity assessments, and iterative coaching cycles to deliver measurable business results. He has successfully supported cooperatives and SMEs to improve governance, aggregation systems, quality management, market linkages, and access to finance in maize and oilseed value chains. With strong Monitoring, Learning and Evaluation expertise, he ensures evidence-based planning and adaptive implementation. Ezekia is recognized for building sustainable local coaching capacity and strengthening member-driven institutions that integrate effectively into inclusive, climate-resilient food supply chains.



11. Geographic Reach

The original company profile identifies Mwanza City and Moshi, Kilimanjaro, as areas where the firm is available. DCS can present its geographic coverage according to confirmed current operations, partner networks and the DASCORP of each assignment.

Current locations / service coverage to confirm before publication:

- Mwanza City
- Moshi, Kilimanjaro
- Other regions of Tanzania, subject to assignment DASCORP and resourcing

12. Client and Stakeholder Partnerships

DCS recognises that effective solutions often require collaboration across business owners, investors, financial institutions, government stakeholders, technical experts, communities and development partners. We work to clarify each stakeholder's role, align expectations and establish practical arrangements for delivery and accountability.

Where an assignment requires specialist capabilities outside the firm's direct DASCORP, DCS may propose collaboration with appropriately qualified professionals or organisations, subject to client approval and transparent allocation of responsibilities.

13. Contact Information

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